https://afsac4.wpafb.af.mil/wwrs

Introduction to WWRS
Oct 10

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Purpose

AFSA

Provide you with information on WWRS, a program that helps FMS partners and the USG support weapon systems more efficiently as well as serves as a way to recoup funds for FMS-acquired materiel that is no longer required.

Content

AFSA

- Program Overview
- Program Details
- Fees
- How to Sell and Buy in WWRS

Retransfer of FMS Acquired Materiel

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2 primary means of transfer

1. **US Dept of State third party transfer**
   - **requires country to find buyer, petition DoS, await decision**

2. **WWRS**
   - **e-bay model**
   - **country can list and wait for order to come in**

     or

   - **country can directly negotiate sale with other country and execute sale via WWRS**
   - **can list thousands of items**
   - **cannot transfer significant military**

Overview

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WWRS Definition

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A Tri-Service, *Virtual* Warehouse Designed to Transfer *Serviceable* (Condition Code "A") Excess Spares/Support Equipment from FMS Countries to fill FMS/USG* needs.

- **Web-based FMS materiel redistribution service**
- ***Seller sets price***
- **Significant Military Equipment (SME) prohibited**
- **Buyer: any blanket order FMS requisition case or USG financial instrument (MORD or MIPR)**
- **Seller: requires seller case**

WWRS Mission

AFSA

Assist our friends and allies in reducing excess FMS inventories while also assisting friends/allies and the USG in filling requirements

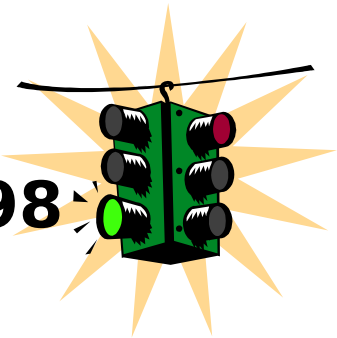
- **Quality materiel**
- **Reasonable price**
- **Fast delivery**
- **Facilitate re-investment of seller's proceeds**

  into FMS materiel or seller's budget

WWRS Authority & Background

AFSA

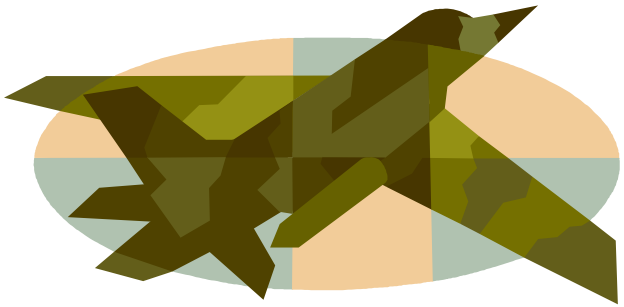
- AECA, Section 21(m), “Return of Defense Articles”
- AFSAC Conceived, Endorsed by SECAF as Reinvention Laboratory Initiative Jul 95
- DSCA Test Program Approval: Dec 97
- Initial Operational Capability: Apr 98
- DSCA Declared Permanent Program: Jun 01



WWRS TRI-SERVICE PATH

AFSA

DSCA Jun 2001 guidance: "*We ask that you work with the Navy and Army to enlist their participation in the WWRS program.*"



Air Force 1998

Navy 2001

Army 2005

WWRS is a tri-service program managed at the Air Force Security Assistance Center (AFSAC)

WWRS Buyers/Sellers: 1998 - 2009

AFSA

50 Buying Countries

- Includes US Army, Navy, Air Force

28 Selling countries/services

- Includes US Navy (FMS reserve)

Program Status: 1998 – 2010*

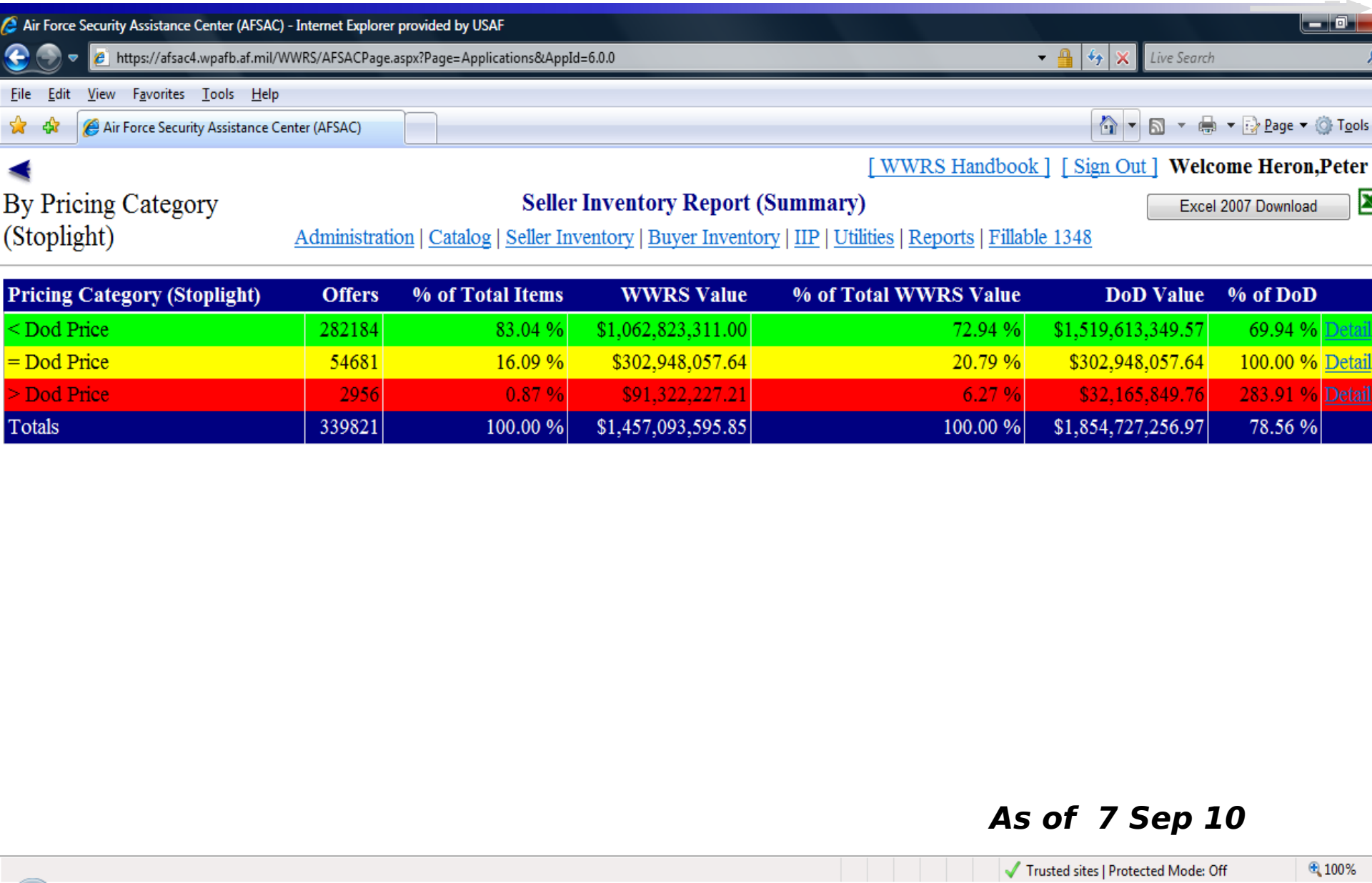
AFSA

- **Buyers:**
  - 25,800+ orders valued at $99M+
  - Average savings 28% below stock list price
    - $38M+ buyer savings
  - Average total order process time 70.2 days
    - CY10 average 63.7 days
    - requisition input to delivery to buyer's freight forwarder
  - Approved supply discrepancy (SDR) rate 0.97%
    - better than USAF FMS average

- **Sellers:**
  - Returned $89.3M+ to sellers' FMS Programs
  - Inventory growth $5M (1998) to $1.45B
    - Approximately 339,000 line items

*As of 7 Sep 10

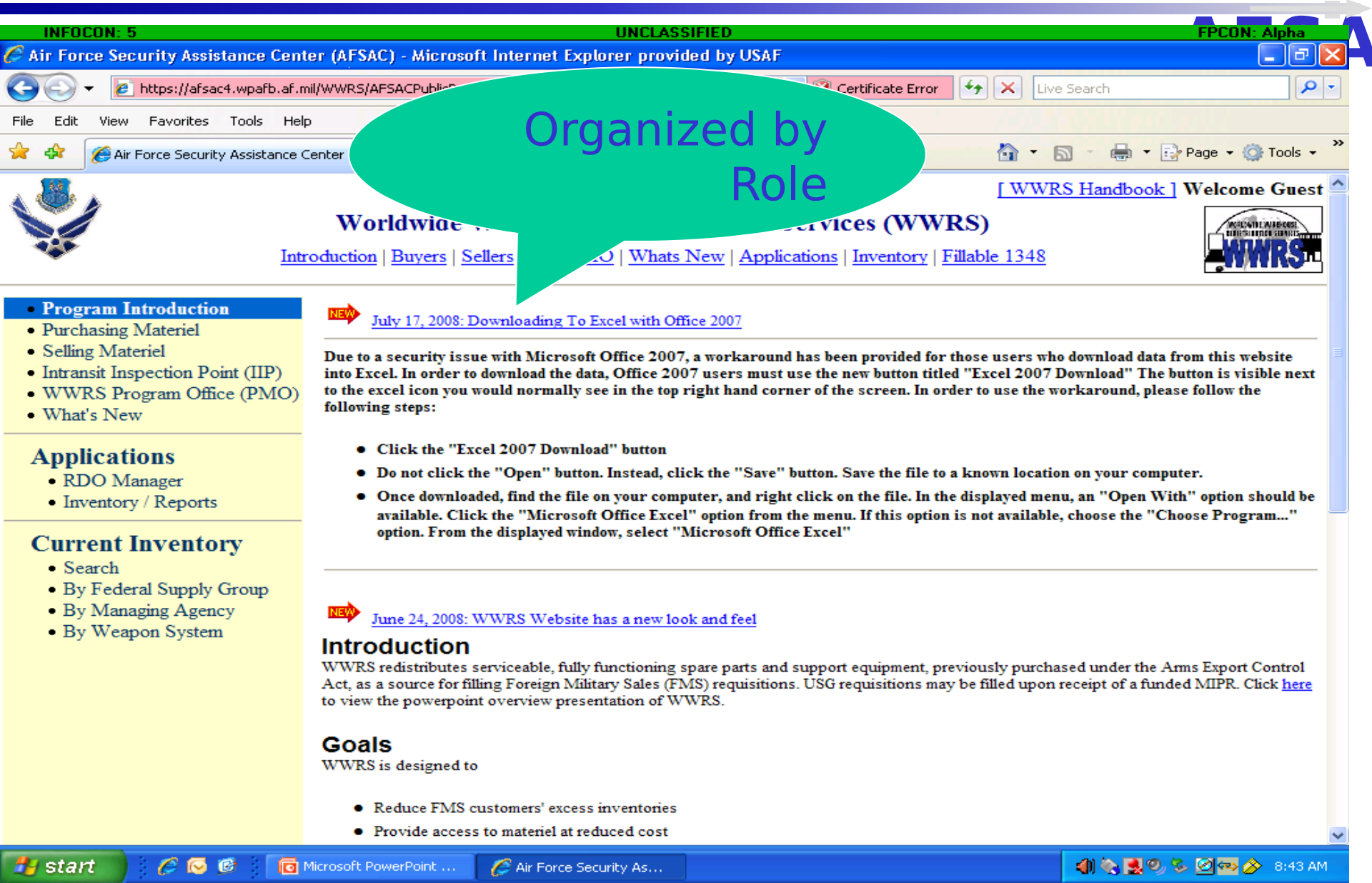
Overall Inventory


Air Force Security Assistance Center (AFSAC) - Internet Explorer provided by USAF
https://afsac4.wpafb.af.mil/WWRS/AFSACPage.aspx?Page=Applications&AppId=6.0.0
Live Search
File Edit View Favorites Tools Help
Air Force Security Assistance Center (AFSAC)
Page Tools
[WWRS Handbook] [Sign Out] Welcome Heron,Peter
By Pricing Category (Stoplight)
Seller Inventory Report (Summary)
Excel 2007 Download
Administration | Catalog | Seller Inventory | Buyer Inventory | IIP | Utilities | Reports | Fillable 1348

Pricing Category (Stoplight)	Offers	% of Total Items	WWRS Value	% of Total WWRS Value	DoD Value	% of DoD	
< Dod Price	282184	83.04 %	$1,062,823,311.00	72.94 %	$1,519,613,349.57	69.94 %	Detail
= Dod Price	54681	16.09 %	$302,948,057.64	20.79 %	$302,948,057.64	100.00 %	Detail
> Dod Price	2956	0.87 %	$91,322,227.21	6.27 %	$32,165,849.76	283.91 %	Detail
Totals	339821	100.00 %	$1,457,093,595.85	100.00 %	$1,854,727,256.97	78.56 %	

As of 7 Sep 10

WWRS Home Page


INFOCON: 5
UNCLASSIFIED
FPCON: Alpha
Air Force Security Assistance Center (AFSAC) - Microsoft Internet Explorer provided by USAF
https://afsac4.wpafb.af.mil/WWRS/AFSACPublic
Certificate Error
Live Search
File Edit View Favorites Tools Help
Air Force Security Assistance Center
Page Tools
Organized by Role
[WWRS Handbook] Welcome Guest
Worldwide ... vices (WWRS)
Introduction | Buyers | Sellers | ...O | Whats New | Applications | Inventory | Fillable 1348
Program Introduction
Purchasing Materiel
Selling Materiel
Intransit Inspection Point (IIP)
WWRS Program Office (PMO)
What's New
Applications
RDO Manager
Inventory / Reports
Current Inventory
Search
By Federal Supply Group
By Managing Agency
By Weapon System
NEW July 17, 2008: Downloading To Excel with Office 2007
Due to a security issue with Microsoft Office 2007, a workaround has been provided for those users who download data from this website into Excel. In order to download the data, Office 2007 users must use the new button titled "Excel 2007 Download" The button is visible next to the excel icon you would normally see in the top right hand corner of the screen. In order to use the workaround, please follow the following steps:
Click the "Excel 2007 Download" button
Do not click the "Open" button. Instead, click the "Save" button. Save the file to a known location on your computer.
Once downloaded, find the file on your computer, and right click on the file. In the displayed menu, an "Open With" option should be available. Click the "Microsoft Office Excel" option from the menu. If this option is not available, choose the "Choose Program..." option. From the displayed window, select "Microsoft Office Excel"
NEW June 24, 2008: WWRS Website has a new look and feel
Introduction
WWRS redistributes serviceable, fully functioning spare parts and support equipment, previously purchased under the Arms Export Control Act, as a source for filling Foreign Military Sales (FMS) requisitions. USG requisitions may be filled upon receipt of a funded MIPR. Click here to view the powerpoint overview presentation of WWRS.
Goals
WWRS is designed to
Reduce FMS customers' excess inventories
Provide access to materiel at reduced cost
start
Microsoft PowerPoint ...
Air Force Security As...
8:43 AM

WWRS Inventory

Sellers/Buyers
Anonymous

WWRS Business Applications - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites Media

Address https://afsac.wpafb.af.mil/wwrsapp/servlet/AFSAC.SSO.Controller Go

Welcome

Inventory Batch Jobs Help

<<First Page <Previous Page [2] Next Page> L Page>>

Offers (Records 251-500 of 960)

FSC	NIIN	MMC	CAGE Code	Part Number	Item Name	Qty	Min Qty Buy	Price	DOD Price	MOV	Yearly Demand	SOS	RC	SLC	CC	SME	Remarks	
5340	010934084	SX	18323	433R531H01	CLAMP,LOOP	41	4	$113.26	$141.58	$400.00	0	S9I	N	0	A			[Weapon Systems]
5935	010905665	EH			ADAPTER,CABLE CLAMP	25	5	$141.33	$141.33	$700.00	1	S9E	N	0	A			[Weapon Systems]
5935	010956564	EH	06324	G3702-12-3-1-50M	ADAPTER,CABLE CLAMP	3	3	$140.88	$140.88	$400.00	0	S9E	N	0	A			[Weapon Systems]
5935	010956564	EH			ADAPTER,CABLE CLAMP	22	5	$140.88	$140.88	$700.00	0	S9E	N	0	A			[Weapon Systems]
5935	004253428		06324	G818-326-16A	ADAPTER,CABLE CLAMP TO CONNECTOR	12	4	$112.11	$140.14	$400.00	0	S9E	Z	0	A			[Weapon Systems]
6240	000545149		02033	25-HT	LAMP,INCANDESCENT	34	4	$111.83	$139.79	$400.00	0	S9I		0	A			[Weapon Systems]
6115	008705614	SX	83298	1116708	CLAMP,RIM CLINCHING	8	4	$110.68	$138.35	$400.00	0	S9G	N	0	A			[Weapon Systems]
6610	003375194		13068	40-414-224	CLAMP,SERVO	3	3	$138.21	$138.21	$400.00	0	S9G	N	0	A			[Weapon Systems]
5340	013213032		52661	4082644-01	CLAMP,BLOCK	57	4	$110.38	$137.97	$400.00	4	S9I		0	A			[Weapon Systems]
5340	009067964		10001	1517393	CLAMP,LOOP	10	4	$110.10	$137.63	$400.00	0	S9I	Z	0	A			[Weapon Systems]
5342	010455773	SX	89513	13J01-400	COUPLING,CLAMP,GROO	5	3	$137.05	$137.05	$400.00	7	S9G	N	0	A			[Weapon Systems]
5342	000239619	SX		B22D42	COUPLING,CLAMP,GROO	12	3	$137.04	$137.04	$300.00	0	S9G	N	0	A			[Weapon Systems]
6250	012275972	SX			LAMPHOLDER	34	4	$113.57	$136.80	$400.00	1	S9I	N	0	A			[Weapon Systems]
6250	012275972	SX			LAMPHOLDER	115	6	$136.80	$136.80	$700.00	1	S9I	N	0	A			[Weapon Systems]
6250	002996480	SX	06401	2280292-01	LAMPHOLDER	50	4	$108.94	$136.17	$400.00	0	S9I	N	0	A			[Weapon Systems]
5935	013455654	EH	97151	8532050-019	ADAPTER,CABLE CLAMP	16	4	$108.12	$135.15	$400.00	0	S9E	N	0	A			[Weapon Systems]
5935	013455654	EH			ADAPTER,CABLE CLAMP	20	6	$135.15	$135.15	$700.00	0	S9E	N	0	A			[Weapon Systems]
3110	010801055				RING,BEARING CLAMP	3	3	$149.01	$134.51	$400.00	2	S9G	N	0	A			[Weapon Systems]
5935	011052023	EH	06324	G3702-204-1.5M	ADAPTER,CABLE CLAMP	24	4	$106.78	$133.48	$400.00	0	S9E	N	0	A			[Weapon Systems]

Trusted sites

WWRS Materiel Example

1992 turbine generator 38.5 hours
WWRS price: $100K (DOD $250K)

WWRS Materiel Example

AESA

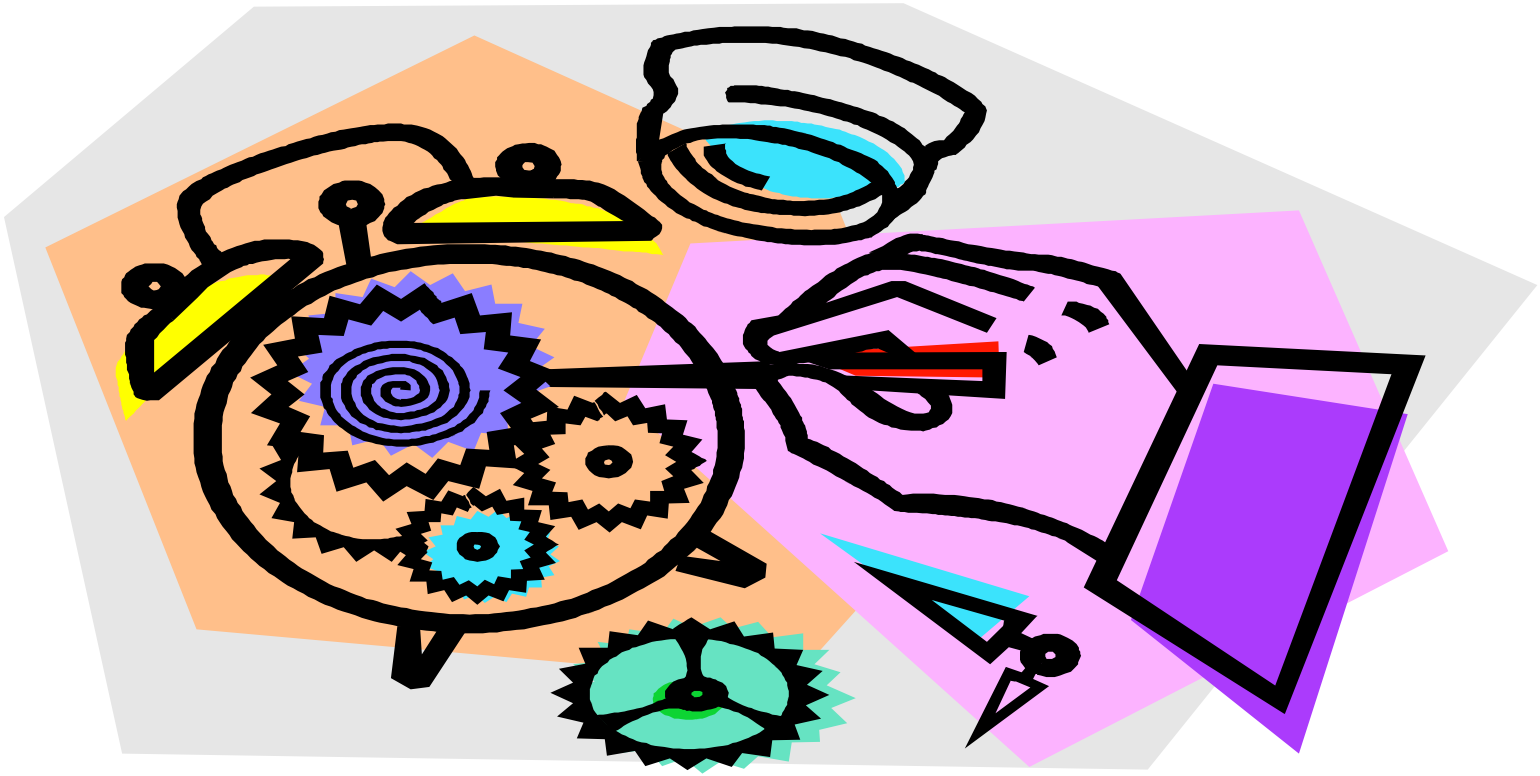
WWRS is Source for DoD

AFSA

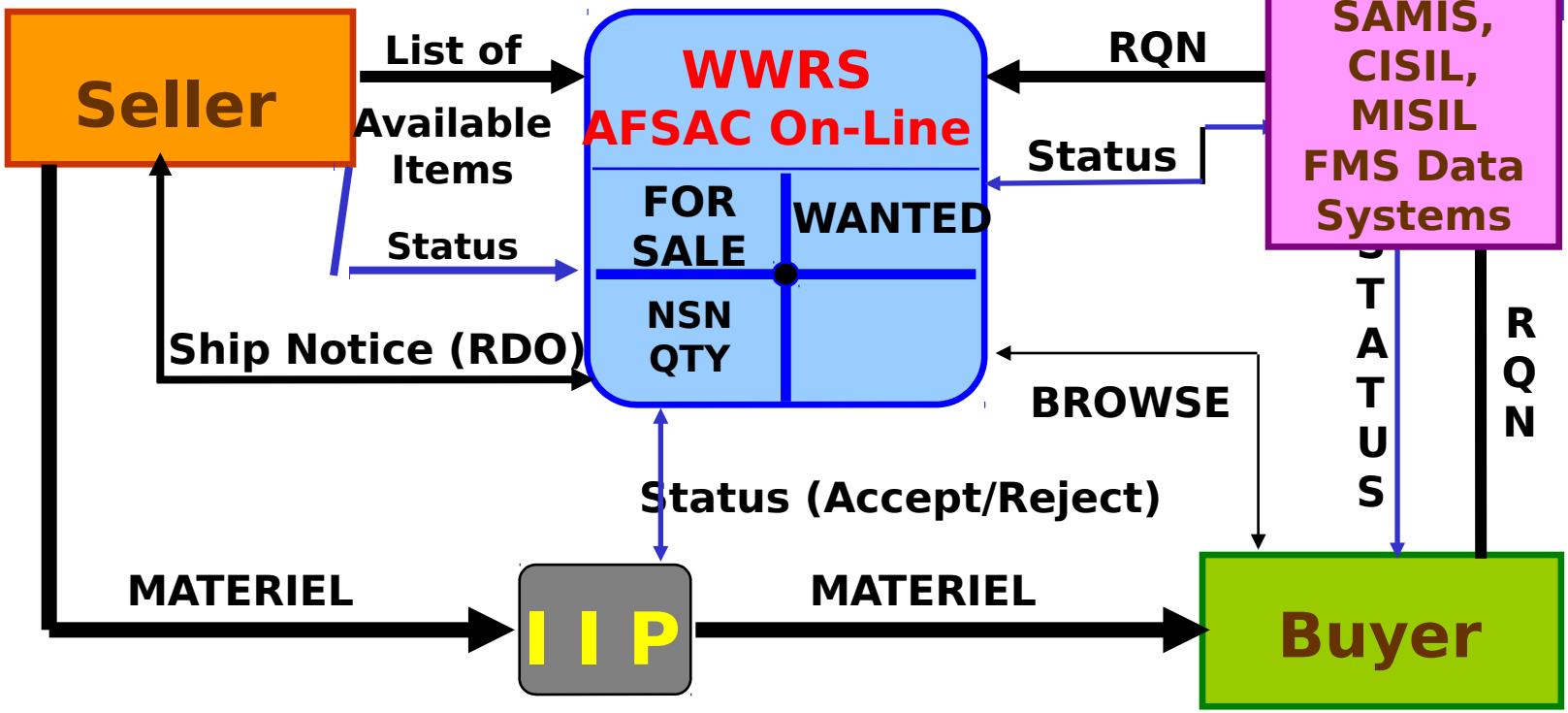
WWRS Provided JATO

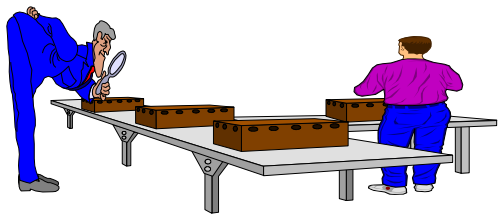
How It Works

AFSA



WWRS Process Flow





WWRS Process Flow

IIP

AFSA

In-transit Inspection Point (IIP)

Turns Materiel in < 1 Day

Baker & Associates Dayton, Ohio

- Receives
- Inspects (visual)
- Takes title for USG/transfers to buyer
- Sanitizes (removes country I
- Photographic record
- Repacks
- Ships

IIP Documentation

WWRS Process Flow

Buyer

AFSA

Uses Existing Purchaser FMS Cases

2 Ways to acquire WWRS inventory:

1. **Routine WWRS screening of requisitions that are *not:***
   - **(CLSSA) programmed**
   - **Sole Source/Single Vendor Integrity**
   - **New/Unused**
   - **If WWRS inventory available =< DoD price: rqn routed to WWRS**

USAF FMS Only

USAF, Navy, Army

2. **Requisition input with RIC “FWW”**
   - **fill/kill to WWRS**

Funds Transfer: Buyer → USG → Seller Trust Fund

WWRS Process Flow

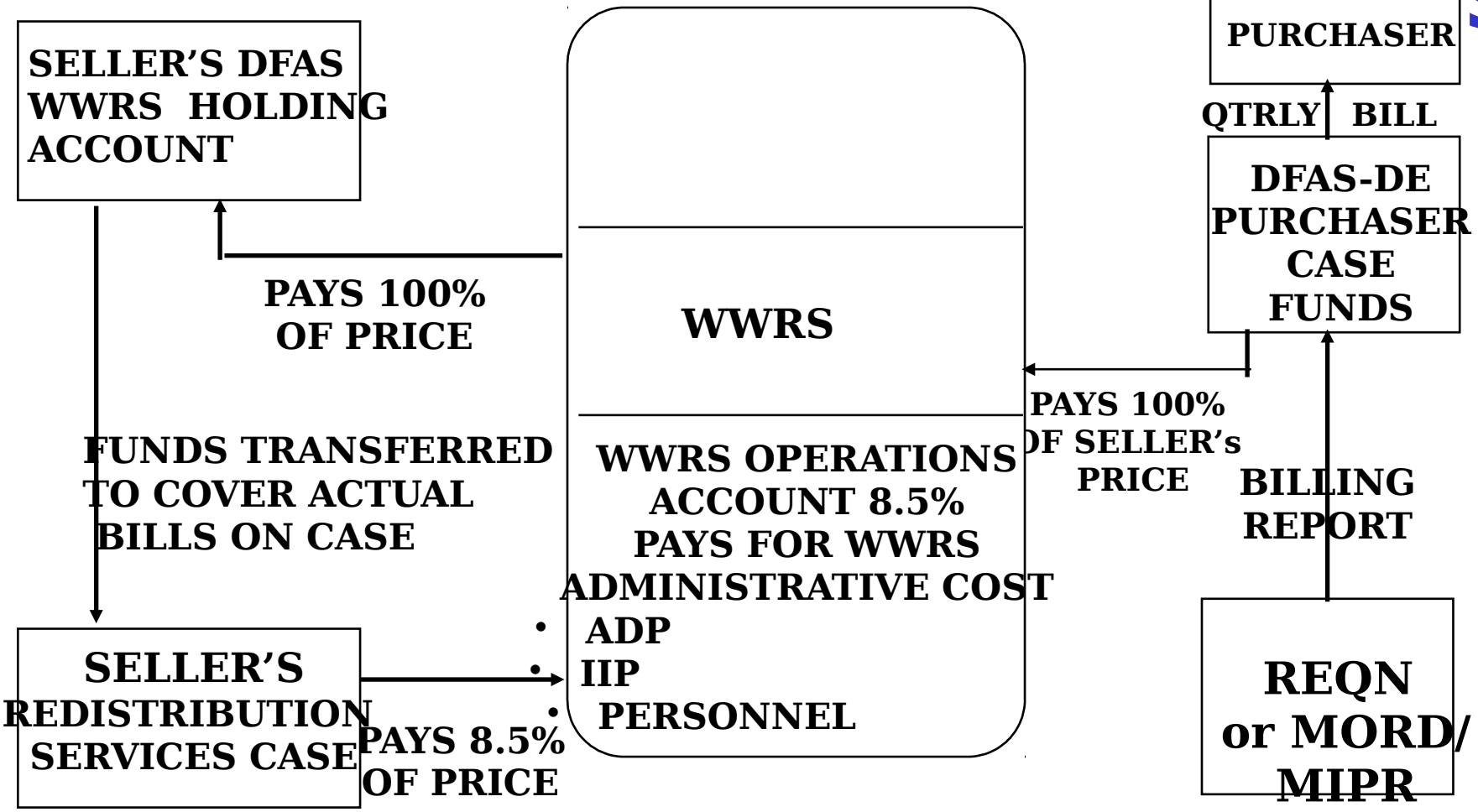
Seller

AFSA

- **Establishes a WWRS Seller Case**
  - **Funds WWRS Fee**
    - **8.5% of materiel value**
    - **(1 Jan 11) $200 minimum fee**
  - **Sets Rules of Participation**
    - **FMS acquired**
    - **Fully serviceable**
    - **In-country POC with Internet Access**
  - **Lists Inventory/Responds to Orders/ Monitors shipments**

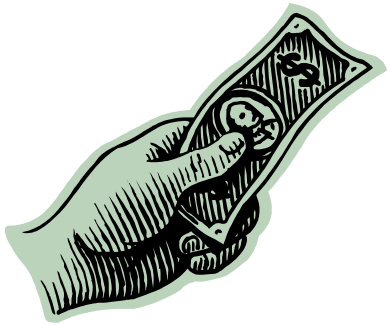
- ***Materiel Title Passage: Seller → USG → Buyer***

WWRS Financial Flow



WWRS FEES

AFSA



WWRS FEES

AFSA

- **Seller** is responsible for:
  - WWRS fee
  - Transportation cost to IIP
- **Buyer** is responsible for:
  - Cost of materiel
    - CONUS ground transportation if > $100

WWRS FEES

- **WWRS goal, like all FMS programs, is to be self-supporting with neither profit nor loss**

- **WWRS Fees:**
  - **Paid by seller**
  - **Support program management office**
  - **Fund in-transit inspection point (IIP) services**

WWRS Fee Structure

AFSA

- **WWRS Fee = 8.5% of the extended value**
  - **$200 minimum fee**
  - **$40,000 maximum fee**

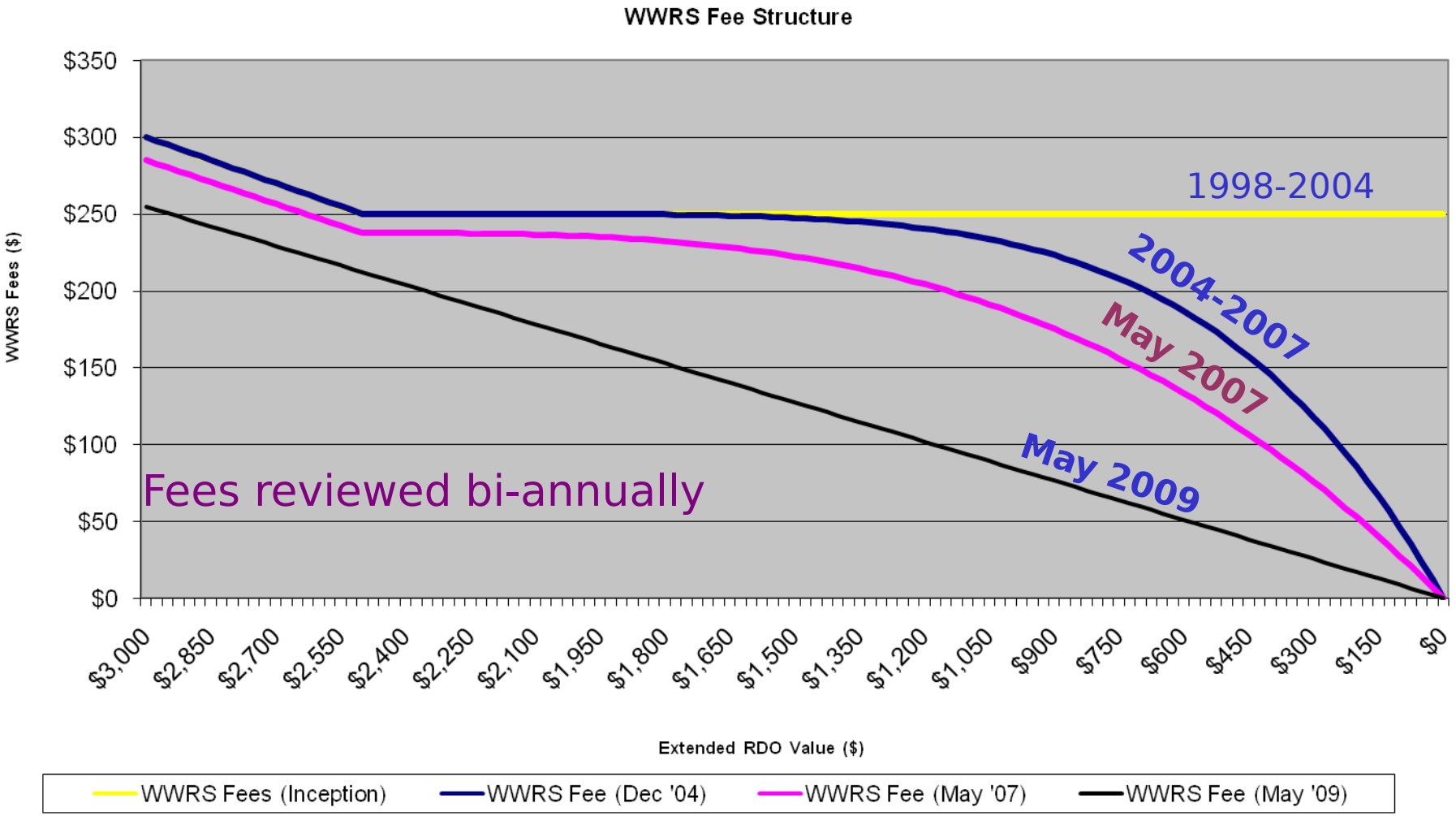
- **For Seller initiated lot transfers of at least 20 line items**

  <$100,000 7.65% (10% reduction of WWRS fee)

  >$100,000 6.8% (20% reduction of WWRS fee)

- **No charge to buyers for routine, ground transportation (<$100)**

Fee Reduction History



Benefits of WWRS

AFSA

Buyers

- Additional source of supply
- Cost savings
- Obsolescence mitigation
- Improved support (access to on the shelf material)
- Quality of assets– same/better than USG FMS shipments

Sellers

- Recoupment of sunk spares costs
- Liberation of warehouse space
- Provides significant funds from transfer proceeds
- Deposited into country trust fund account

1 seller has received over $50M via WWRS

- 1 USAF depot, 2 program offices have incorporated WWRS search into critical item search procedures
  - More USG depots will follow
  - WWRS supplied materiel enabled a USAF repair depot to avoid shutting down an engine overhaul line

SUMMARY

AFSA

If your country has not incorporated WWRS **into your FMS procurement process you are missing an opportunity to:**

- **save money**
- **get the highest quality materiel**
- **delivery in less than 90 days**

An AFSAC liaison officer saved his Air Force >$1.5M in one year by using WWRS

SUMMARY

AFSA

- If your country is not a WWRS seller-you are missing an opportunity to replenish your budget by re-selling serviceable FMS-acquired materiel that is collecting dust in your depots and warehouses.

- Countries have recouped over $80M

WWRS Success Story

AFSA

- **Jan 08: 76th Propulsion Maintenance Group (OC-ALC) identified several critical items with potential to halt Engine/Module Production**
  - **Backordered & late to need**
  - **WWRS queried selling partners who had previously purchased materiel via FMS**
  - **WWRS partner made one of the critical items available**
    - **Offered 320 spring clips at 80% of DoD price**
    - **Delivered (from**
  - **Timely deliver** **F100 (inlet fan) prod**

Spring Clips

https://afsac4.wpafb.af.mil/wwrs

How to be a WWRS Buyer

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Steps to Become a Buyer

AFSA

Step 1: Determine Eligibility

Step 2: Identify/Establish Case*

Step 3: Search WWRS Data Base

Step 4: Submit Requisition

*a specific WWRS (buyer) case is not required. Any appropriate Army, Navy, or Air Force blanket order requisitioning case can be used

Key Point

- a specific WWRS (buyer) case is not required.
- Any appropriate Army, Navy, or Air Force blanket order requisitioning case can be used
  - Spares line on “S” case
  - “R”, “Q”, “U” cases
  - CLSSA (FMSO II) cannot be used

Steps to Become a Buyer

Step One: Determine Eligibility

- All countries and international organizations currently authorized to purchase materiel through FMS are automatically approved to purchase that materiel via WWRS. The USG can purchase materiel with a funding document.

Step Two: Use Existing Case or Establish Case

- Purchasers may establish a new case or use *any* existing (non-CLSSA) FMS blanket order case to order WWRS listed spares and support equipment. Army, Navy, and Air Force FMS cases can be used. A WWRS-specific case *is not* needed

Steps to Become a Buyer

Step Three: Search WWRS Data Base

- Inventory can be viewed on-line from any PC at https://**afsac4.wpafb.af.mil/wwrs** (AFSAC on-line)

- Inventory is listed in public domain, accessible from any PC. AFSAC on-line password *is not* required

- Numerous search options
  - NIIN
  - Part Number
  - Item Name
  - End Item

Steps to Become a Buyer

AFSA

Step Four: Submit Requisitions

- Requisitions go to WWRS “fill/kill”
  - Use Routing Identifier Code (RIC): FWW in cc 4-6 of A01 requisitions

How to be a WWRS Seller

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Steps to Become a Seller

AFSA

Step 1: Establish Account
Step 2: Establish Sales Criteria
Step 3: Determine Eligible Materiel
Step 4: List Materiel
Step 5: Sell Materiel
Step 6: Receive Proceeds

Steps to Become a Seller

Step 1: Establish Account

- Submit LOR for WWRS Case
  - Recommended Case value = 8.5% of materiel value to be transferred
  - Terms of Sale: Cash with Acceptance, Balance as Billed
    - Cash with Acceptance: Buyer provides initial deposit equal to 5% of line value, plus half of administrative surcharge (1.9%)
    - Balance as Billed: Subsequent funds will be billed as actual redistribution occurs
- Appoint country WWRS Point of Contact (POC)
  - Primary & Alternate

Steps to Become a Seller

AFSA

Step 1: Establish Account

example

- Country has approximately $10M in excess, serviceable, FMS-acquired spares/support equipment
- Seller case value $850,000 (8.5%)*
- Initial deposit $58,650 (6.9%)
  - Future payments from sales proceeds

**recommended but not required, seller case can be requested for any value but sales cannot proceed if seller case doesn't have sufficient OA for WWRS fee*

Steps to Become a Seller

AFSA

Step 2: Establish Sales Criteria

- Country WWRS POC will:
  - Request an AFSAC Online user name and password
  - List inventory and perform materiel queries
  - Manage Monthly Activity Reports
  - Coordinate WWRS materiel movement
  - Can be member of Armed Forces/Government or Contractor

Steps to Become a Seller

Step 3: Determine Eligible Materiel

- **Materiel must meet following criteria:**
  - **Fully Functioning**
  - **Not Significant Military Equipment (as defined by ITAR)**
  - **USAF, USA, NAVY, or DLA Managed**
  - **Purchased under FMS**

Steps to Become a Seller

AFSA

Step 4: List Materiel

- **Country WWRS POC submits inventory of items**
  - **Directly using AFSAC Online account**
  - **Email large data set to PMO for upload**
- **Items must contain either a NSN or part number/CAGE for item identification**

Steps to Become a Seller

AFSA

Step 5: Sell Materiel

- **WWRS POC receives Redistribution Order Notices**
  - **Verifies materiel availability**
  - **Provides time to ship/monitors & expedites shipment**
  - **Ships materiel to WWRS In-transit Inspection Point**
  - **Receives Inspection Results (negatives only)**
  - **Monitors Activity Reports**
  - **Monitors Financial Reports**

Steps to Become a Seller

AFSA

Step 6: Receive Proceeds

- **Invoice created for WWRS shipments (month end)**
- **Seller's materiel value collected from Buyer and deposited into WWRS clearing account**
- **Funds from clearing account segregated by Seller and deposited into Seller's WWRS cash holding trust fund account (CC-Q-6QX)**
- **Seller WWRS case charged fee associated with materiel shipped during**

Steps to Become a Seller

AFSA

Step 6: Receive Proceeds (Continued)

- **Funds transferred from CC-Q-6QX to cover fees against FMS case (deposited as though Seller made scheduled payment)**
- **Funds remaining in CC-Q-6QX are available for withdrawal and/or transfer to another FMS case**

Monthly Seller Report (summary level)

AFSA

Step one			
Materiel Providers Billing Details for FMS Case XX-D-QCK/001			
Custom Commitment	**Bill Description**		**Bill Amount**
DXXH4443347600	**January 2005 Transfers**	**$**	**936.21**
Total	WWRS Fee	**$**	**936.21**
Step two			
Deposit to XX-Q-6QX, 8242 WWRS cash holding Account			
XX Air Force, January 2005 Mat'l Proceeds		**$**	**7,399.25**
Step three			
DFAS-DE/I Transfer from XX-Q-6QX, WWRS cash holding account to XX-D-QCK, Seller's Case	Seller proceeds		
WWRS Services Fee		**$**	**936.21**
Plus 1/2 of Admin Surcharge (2.5%)		**$**	**11.70**
TOTAL		**$**	**947.91**

$ from proceeds to seller case

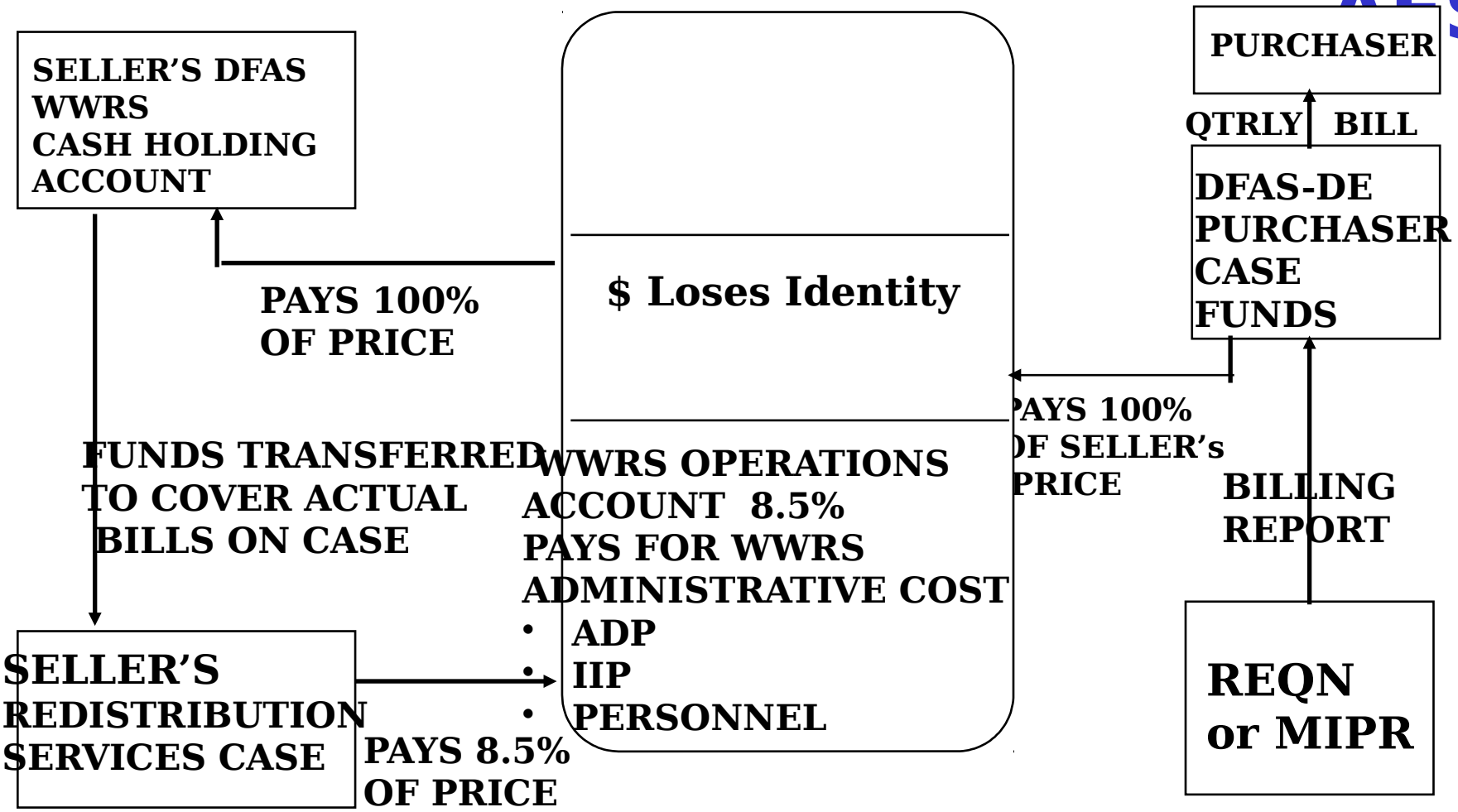
Monthly Report (detail level)

AFSA

RDO Materiel Accepted and Shipped from IIP.

RDO Number:	NSN:	Status Code:	Qty:	$ Unit Price:	$ Value:
DXXR4N4265W001	5305003498661	AS	9	321.12	2,890.08
DXXR4N4273W012	5320006558389	AS	16	18.07	289.12
DXXR4N4273W013	5340010360009	AS	1	25.32	25.32
DXXR4N4273W014	5355001105742	AS	2	39.34	78.68
DXXR4N4273W016	5360006714752	AS	3	101.12	303.36
DXXR4N4273W018	1560009991786	AS	6	25.34	152.04
DXXR4N4342W025	5360000770886	AS	5	26.33	131.65
DXXR4N4342W039	5340009666814	AS	3	207.92	623.76
DXXR4N4342W044	1560010716040	AS	19	50.26	954.94

WWRS Financial Flow



Aggressive Marketing of Excess Materiel through WWRS

AFSA

- Several WWRS sellers have been extremely successful
- How?
  - Large sales inventory
  - Priced significantly less than DoD
  - “marketed” at liaison level and defense attache level
    - Liaison communities at AFSAC, USASAC and NAVICP
    - Markets by weapon system
  - Well organized, dedicated, in-country WWRS POC
  - Percentage of proceeds shared at MILDEP and Base level budgets
    - Encourages enthusiastic participation

WWRS Contact Information

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Web site: https://afsac4.wpafb.af.mil/WWRS

-Public domain, accessible from any PC